



4845 Ronson Court • San Diego, CA 92111-1803

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# The San Diego REALTOR®



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What's Happening at SDAR • May 2012

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Visit [www.sdarexpo.com](http://www.sdarexpo.com) to register today!

PERIODICAL

## San Diego County 2012 REALTOR® Expo and Conference



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Time is running out to register for the largest real estate expo and conference!

**May 30, 2012**

Town and Country Resort  
& Convention Center

9AM - 5PM

**Register before May 25th for  
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- Issues directly associated with taxpayers
- Legislative issues impacting the real estate industry

**Cost:**

- SDAR Members - \$29 (\$249 table of 8)
- Non-SDAR Members - \$49 (\$399 table of 8)
- Town Council Sponsor - \$550
- City Hall Sponsor - \$750

Presented by SDAR and the San Diego County Taxpayers Association, in conjunction with the Women's Council of REALTORS® San Diego, California Association of Mortgage Professionals, and the SDAR Young Professionals Network.

Seating is limited. Purchase tickets at [www.lastmmddebate.eventbrite.com](http://www.lastmmddebate.eventbrite.com). For more details, visit [www.sdarexpo.com](http://www.sdarexpo.com) or call (858) 715-8000.

**Event Details:**

Wednesday, May 30  
Town and Country Resort & Convention Center  
500 Hotel Circle North, Mission Valley  
11:45 a.m. – 1:15 p.m.

**A media panel will pose questions to the candidates  
on a variety of business topics such as:**

- The economic state of real estate

## PRESIDENT'S PERSPECTIVE

2012 PRESIDENT



DONNA SANFILIPPO

I'd personally invite each of you to attend the San Diego County 2012 REALTOR® Expo and Conference coming up in a few days. It's not often we get to see so many of our colleagues and leaders in the real estate community come together in one place, along with many of the important suppliers of industry's products and services.

The Expo is Wednesday, May 30, at the Town and Country Resort & Convention Center in Mission Valley. We've scheduled programs and events to keep you engaged throughout the entire day. The day begins bright and early at 7:30 a.m. with the Commercial Pitch Session followed at 9 a.m. by the free Trade Show putting you in contact with vendors who can help you build and streamline your business. Attend the free Education Breakout Sessions on topics ranging from new technology to social media to short sales. The Expo Luncheon features the last major Mayoral Debate before the June primary election. Get to know the candidates in an intimate setting before you place your vote! Candidates will discuss tough issues affecting the real estate industry. End the day with the "Appy Hour" followed by the Global Real Estate Mixer where you will enjoy refreshments,

snacks, and fun giveaways.

How can I make it easier for to register for Expo? Visit [www.sdarexpo.com](http://www.sdarexpo.com) and you're almost there! Let's have a great turnout to demonstrate that the housing market is on the mend, and that REALTORS® are leading the way!

I'd like to thank everyone who supported National Rebuilding Day on April 28. SDAR and Rebuilding Together teamed up again to help some neighbors in need. The volunteer crew landscaped and painted and made repairs that will allow an elderly couple in Santee enjoy a lovely view of their home and to be proud of their investment. Turn to page 4 and 5 for a recap and some photos of the day.

The housing statistics compiled for April continue to show very strong sales for resale homes, both for single-family properties and for condos/townhomes, and this trend has been constant since the beginning of the year. This trend is encouraging and I hope that means more sellers will step up to meet the demand for buyers, and that we can keep this positive momentum throughout 2012. Check out all of the statistics for last month by turning to the center pages.

I've appreciated your support for me this year, and for this association. Don't hesitate to contact us to find out how SDAR can give you the support to be proud of your designation as a REALTOR®!

Sincerely,

Donna Sanfilippo

## The San Diego REALTOR®

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## BOARD OF DIRECTORS HIGHLIGHTS OF APRIL 2012 MINUTES

**• President's Report:** Donna Sanfilippo reported that she had filmed two presentations of "The Scoop," attended numerous committee and task force meetings, attended the Congressional Circle with Congressman Brian Bilbray and House Speaker John Boehner, and had lunch with County Supervisor candidate Steve Danon and Congressman Darryl Issa.

Upon recommendation of the President, the Board of Directors appointed the following members of the Nominating/Election Committee: Chair Bob Kevane, Vice Chair Fiona Theseira, Marjorie McLaughlin, Susan Marshall, Barbara DuDeck, Ann Throckmorton, Brian Westre, Mark Marquez, and Rob McNelis.

**• Treasurer's Report:** Upon recommendation of the Budget & Assets Committee, the Board of Directors adopted a budget augmentation for Google Apps platform as a member benefit, and a capital expenditure for a new website and dashboard.

**• Committee Business:** Upon recommendation of the Government Affairs Committee,

the Board of Directors unanimously adopted a motion to oppose "government mandates that impose inspections, retrofits, certifications, and other requirements of REALTORS® and buyers and sellers of real property at the point of sale."

Upon recommendation of the Government Affairs Committee, the Board of Directors unanimously supported the sending of a letter of opposition by SDAR's President to the California State Senate Committee with jurisdiction over Senate Bill 1220, which seeks to raise state funds by charging a document recording fee on real estate transactions.

Upon recommendation of the REALTOR® Political Affairs Committee, the Board of Directors endorsed the El Cajon Charter City Ballot Initiative.

Upon recommendation of the REALTOR® Political Affairs Committee, the Board of Directors endorsed Ray Ellis for San Diego City Council District 1, and Todd Gloria for San Diego City Council District 3.

## FROM THE DESK OF THE CEO

We're "going Google" and extending this exclusive invitation for you to join the millions of businesses that have already gone Google. Google Apps is a web-based suite of messaging and collaboration applications. It represents a system with the reputation of Google, designed with reliability and security. Going Google means a better way to collaborate, communicate and save money. Going Google means we are leaving behind the antiquated e-mail system that doesn't keep pace with the latest technology trends and our staff's needs.



MICHAEL T. MERCURIO

enhancements that allow us to collaborate and communicate seamlessly. By providing you, our members, the exclusive opportunity to go Google Apps, you too can join of the most important movements in cloud computing. For our members, the advanced collaborative features of Google apps are perfect for your mobile workplace. Mobile productivity allows connecting to e-mail, documents and sites in the field.

Going Google is a productivity multiplier. It is about saving resources and enhancing productivity, it provides the tools to focus on the core mission of serving your clients. For SDAR, it provides us the tools to focus on serving you.

Visit us on May 30 for the San Diego County REALTOR® Expo and Conference to learn more about how going Google will benefit you. Go to [www.sdaexpo.com](http://www.sdaexpo.com) to register and reserve your spot now.

Sincerely,

Michael Mercurio

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# REBUILDING TOGETHER – HELPING OUT A NEIGHBOR IN NEED

On Saturday, April 28, SDAR and Rebuilding Together teamed up again for the National Rebuilding Day to make a difference for our community. This year volunteers helped rehabilitate the home of an elderly Santee couple which needed assistance with their overgrown landscaping, fence repair and house painting at their property to help make it a safer and more pleasant dwelling for years to come.

The event was kicked off in the early morning by the Vice Mayor of Santee, Rob McNelis (who is also an SDAR Board member), Santee Councilman John Minto, SDAR Vice President Leslie Kilpatrick, SDAR/

Rebuilding Together Board member Glenn Bennett, Nicky Rowlands from Senator Joel Anderson's office, and Danica Mazenko from Assemblyman Brian Jones' office.

More than 65 volunteers were recognized by the California Senate and Assembly with Certificates of Recognition for their tireless work throughout the day in many capacities, bringing great energy, efficiency and fun to the project. Melissa Whitemore with HELIX Environmental Planning, Inc., the house captain on the project, provided the initial preparation of the property and assisted with the volunteer coordination of the

teams to ensure the job was done as planned, that everyone had the tools needed to do the job, and also worked tirelessly alongside them to complete the job in a timely manner.

#### Some of the projects included:

- The front yard and back yard were completely cleared of debris, several tree stumps and both the front and back yard were landscaped with new water efficient plants. We filled a 40 foot container to the top!
- The exterior of the house was painted.
- Stucco repairs were made to the

house where needed.

• The fence surrounding the yard was prepped, sanded, and painted.

Appreciation goes to Coffee Corner which provided delicious coffee, and Pizza Hut which provided scrumptious discounted pizza for lunch; both are located in Santee. Thanks to all volunteers, too numerous to mention, the Rebuilding Together team, as well as SDAR staff and board members who assisted in making it such a fulfilling day.

See pictures of the event on page 5 ►

## APRIL REALTOR® APPLICANTS



The following people have applied for membership in the San Diego Association of REALTORS®. Any objections to the admittance should be addressed in writing to the San Diego Association of REALTORS®, P.O. BOX 85586, San Diego, CA, 92186-5586.

#### DESIGNATED REALTORS®

Chunquan Bao - Destiny Financial Corporation  
Ray Crandall - R.L. Crandall & Associates  
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Ryan Miller - CIRE Partners  
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William Petit - Petit Properties  
Ellina Pevzner - Ellina Pevzner  
Carminda Ramirez - Rams International  
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David Rice - Skyline Financial Services, Inc.  
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Hans Strom - Strom Commercial  
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Stephen Wells - Wells Realty Advisors, Inc.  
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Joy Airlie - Keller Williams SD Metro  
Sean Andres - Charlene Andres Omingo  
Grayson Barbour - Redfin Corporation  
Mehrdad Barhaghi - Bell & Associates Realty Group  
Michael Beauregard - Real Living Lifestyles  
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Alicia Blackington - Blackington & Associates  
Jayson Brewster - Coldwell Banker Res. Brokerage  
Gregory Burdick - Principle Real Estate Group  
Diana Busk - Summit Realty Group  
Anthony Canarelli - Reef Point Realty  
Andrew Castiglione - HomeReach.com  
Martha Chen - Middleton & Associates  
Kathleen Comba - Coldwell Banker  
Colleen Cooney - Middleton & Associates  
Leo Couch - San Diego Rebate Realty  
Kameron Cox - Atlantic & Pacific Real Estate  
Katherine Evangelista - Keller Williams Realty  
Fara Fashandi - Prudential California Realty  
Dianna Fishman - E2 Realty

Tobi Gary - Keller Williams Realty  
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Tammy Giovanna - Paul A. Hanks Realty & Brokerage  
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Glenn Hermans - Keller Williams SD Metro  
Conrad Hodgson - Trinity Homes and Investments  
Carolina Juarez - Go Banc Real Estate  
Sandra Kang - E2 Realty  
Austin Kelly - eRealty Professionals  
Steven Kende - Realty Source, Inc.  
Fran Kirby - Realty Executives  
Joseph Kozora - Burke Real Estate Consultants  
Gina Kupper - Burke Real Estate Consultants  
Nelson Labsan - Coastal Front Properties  
Alan Ladan - Middleton & Associates  
Nariman Lenwick - Prudential California Realty  
Eduardo Lever - Prudential California Realty  
Congyu Liu - San Diego Sunrise Realty  
Hsinlung Lo - Slavens Realty  
Shannon Losey - United REALTORS®  
Dania Macias - Middleton & Associates  
Robert Mann - The Solvere Group  
Peter Martini - Premier Commercial & Res. Inc.  
Erin McGill - Coldwell Banker Residential  
J.B. McQuillen - Sterling Real Estate  
Min Meng - Burke Real Estate Consultants  
Fritz Menke - Coastal Rock Realty  
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# ISSUES ARISING UNDER CALIFORNIA MEDICAL MARIJUANA LAWS

By D.W. Duke

On November 5, 1996, California voters approved Prop 215 (California Compassionate Use Act) which went into effect on November 6, 1996 as Health & Safety Code 11362.5. Prop 215 decriminalized marijuana cultivation, possession and use, when the user has obtained an oral or written recommendation from a physician licensed to practice medicine in the State of California, that marijuana would have a medical benefit if used by the holder of the recommendation. In order to qualify for such a recommendation the patient has to suffer from a debilitating illness.

The statute provides a list of conditions that would constitute a debilitating illness, but the list was not all inclusive. The list included arthritis, cachexia, cancer, chronic pain, HIV or AIDS, epilepsy, migraine and multiple sclerosis. Under the original act, there was no limit on the amount of marijuana a person could possess though guidelines were adopted in 2003 that placed limits on the amounts. It is important to recognize that the statute does not provide reciprocity to persons who live in other states that have medical marijuana statutes. Thus, a person with a recom-

mendation in other state cannot come to California and lawfully use marijuana without obtaining a recommendation by a physician here.

In October of 2003, Senate Bill 420 was passed and became effective on January 1, 2004 as Health and Safety Code §§11362.7-11362.83. These statutes placed guidelines on the cultivation and possession of marijuana. Qualified patients, or their caregivers, may possess up to eight ounces of dried marijuana, six mature plants or eight immature plants. However, a patient may possess a greater amount if deemed beneficial by his physician. In addition, cities and counties may authorize possession of a greater amount than allowed by state law, if they choose to do so.

An important feature of SB 420 is that medical marijuana dispensaries were implicitly authorized in that qualified patients and care givers with valid identification cards would not be criminally prosecuted on the sole basis that they formed collectives for the purpose of cultivation of marijuana for medicinal purposes. This provision of course, does not authorize tax evasion, cultivation for non-medical purposes, or other illegal acts of which many dispensaries are now being accused.

SB420 also authorized the State of California to establish a medical marijuana registry and to issue cards to qualified patients. If a patient is detained for possession, he can present this card, from which the officer can immediately verify that the cardholder has a recommendation from a licensed physician. Possession of the card is voluntary and a qualified patient is not prohibited from using marijuana if he does not possess this card. Its purpose is to quickly demonstrate that one is using marijuana lawfully. Possession of this card is on a county wide basis and is kept confidential.

Initially, one of the most common questions arising under the new law was whether landlords were required to lease apartments to tenants who used marijuana under the recommendation of a physician. The concern was that landlords would be sued for violating state and federal disability laws if they prohibited tenants from using marijuana under a physician's recommendation. While a variety of opinions was provided by attorneys the most common response was that although legal for medical purposes in California, marijuana remains a Class I Controlled Substance under federal law and thus has no legitimate medical purpose under federal law. A landlord has the right to prevent a crime from occurring on his property which includes crimes under federal law. Thus, a landlord could legitimately prohibit a tenant from possessing or using marijuana on his property notwithstanding the fact that the tenant is using the marijuana under the recommendation of a physician. As time passed, more common questions concerned the operation of dispensaries and the meaning of the term "collectives for cultivation of marijuana for medicinal purposes."

In order to provide guidance for lawful use of medical marijuana, in August of 2008, Governor Jerry Brown, who was the state attorney general at the time, issued Guidelines for the Security and Non-Diversion of Marijuana Grown for Medical Use. The guidelines were intended to "(1) ensure that marijuana grown for medicinal purposes remains secure and does not find its way to non-patients or illicit markets, (2) help law enforcement agencies perform their duties effectively and in accordance with California law, and (3) help primary caregivers understand how they may cultivate, transport, possess and use medical marijuana under California law." Despite the stated objectives of the guidelines law enforcement agencies, collectives, physicians and patients remained uncertain of the permissible scope of cultivation, distribution and use of medical marijuana.

## CONFLICT BETWEEN STATE AND FEDERAL LAW

After the passage of SB420 medical marijuana dispensaries began to open throughout California. Initially, there was some hesitation but as attorneys began to interpret the statutes as

authorizing the operation of dispensaries, the practice became widespread to the extent that dispensaries became fairly common place. At the time of running for election, then candidate Barak Obama made the statement that he would not interfere with state medical marijuana statutes. However, on October 19, 2009, United States Deputy Attorney General David Ogden issued a memorandum to selected US attorneys wherein he stressed the commitment of the Department of Justice to enforcing the Controlled Substances Act in all states and asserting that marijuana distribution in the United States is the single largest source of revenue for Mexican cartels. Nonetheless, Mr. Ogden assured the recipients of the memorandum that federal resources would not be focused on individuals whose actions are in clear and unambiguous compliance with existing state laws providing for the medical use of marijuana. Despite this assurance the memorandum created uncertainty concerning the position the federal government would take with respect to medical marijuana.

In the summer of 2011 the Department of Justice launched an assault on California medical marijuana dispensaries by issuing letters notifying the operators of dispensaries that they would be prosecuted criminally for violating federal drug laws. They were also warned of prosecution for violation of United States tax laws. At the same time the Department of Justice launched its assault on owners of dispensaries it launched another assault that is of tremendous concern to the real estate profession. That attack was a letter campaign directed toward landlords who have leased premises to individuals operating a dispensary. The letters stated, among other things, that allowing the dispensaries to operate on the owner's premises was a violation of US Code §856(a) and further that "violation of the federal law . . . is a felony crime, and carries with it a penalty of up to 40 years in prison when operating within a prohibited distance of a school. An owner of real property with knowledge or reason to know of illegal drug sales on real property that he owns or controls may have his interest in the property forfeited without compensation."

Many have asked the questions, how is it that the federal government is permitted to enter the state of California and enforce drug laws that appear to directly interfere with California state medical marijuana laws? Doesn't the Tenth Amendment to the US Constitution preclude the government from interfering with state medical laws? And further, did not *Griswold v. Connecticut* 381 US 497 (1965), the landmark US Supreme Court right of privacy case, clearly establish that there is a privileged privacy relationship between a patient and his physician? Did not the *Griswold* case further establish that if there exists a commodity, in that case contraceptives, that falls within the prescription

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# COMMERCIAL REAL ESTATE ALLIANCE CELEBRATES FIESTA DE MAYO

Earlier this month, the Commercial Real Estate Alliance of San Diego (CRASD) hosted a Fiesta de Mayo Networking Mixer at the Rockin' Baja Coastal Cantina in Old Town. Guests arrived to a festive setting on the patio with music and tasty munchies that included carne asada and chicken street tacos and free shots of Crotalo Tequila.

CRASD was excited to welcome eight new members and four new affiliates who joined the organization at the event. Also in attendance were President

Rick Alexander and Board Members Jim Tostado, Krista Berger, David Kvendru, Steve Miller, Brian Nelson and Dotti Surdi.

Our appreciation and thanks go to the event sponsors: SDAR, South Coast Commercial, Crotalo Tequila and The Daily Transcript. Thank you also to SDAR staff, CRASD Board of Directors, and special thanks to Kathy Biewenga and Brian Nelson, Fiesta de Mayo committee members, for ensuring the event was a success!



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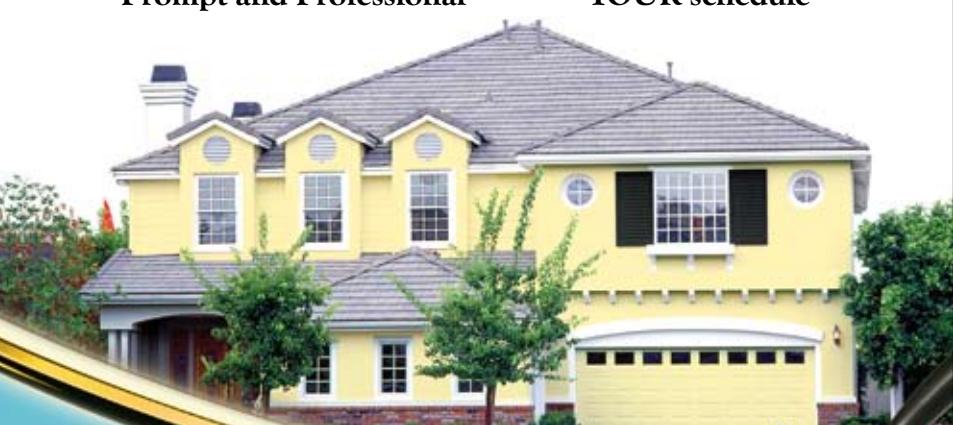
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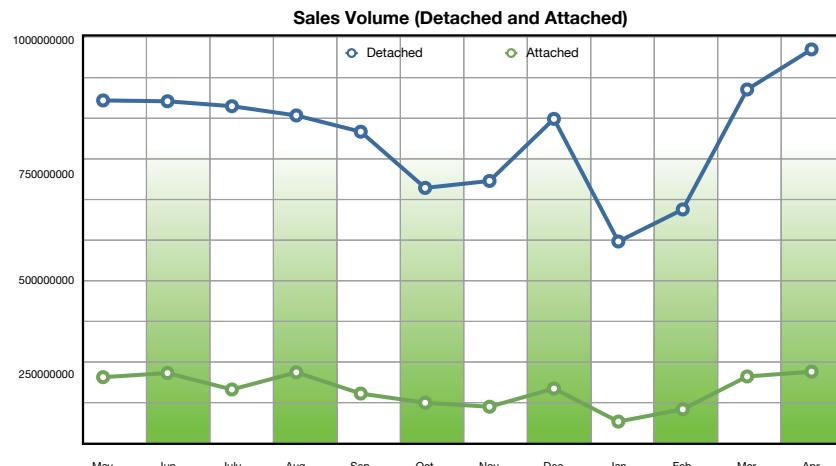
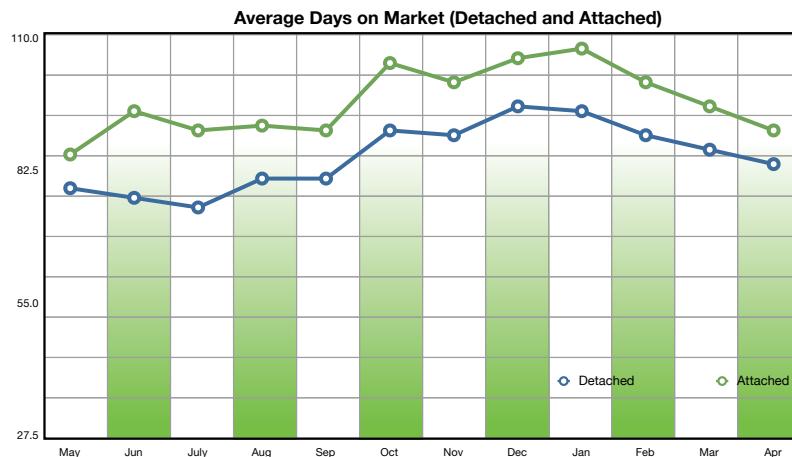
# APRIL STATISTICS DETACHED HOMES

Current Year - 2012								Previous Year - 2011							
		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*			
Zip Code	Market Area	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD
91901	Alpine	22	63	73	73	\$385,000	\$390,000	14	51	85	92	\$467,000	\$446,000		
91902	Bonita	16	54	45	81	\$445,000	\$412,500	11	48	88	92	\$430,000	\$430,500		
91905	Boulevard	0	5	0	213	\$0	\$110,000	1	3	391	181	\$116,000	\$116,000		
91906	Campo	7	29	87	82	\$120,000	\$124,900	5	22	90	83	\$150,000	\$147,450		
91910	Chula Vista	39	123	101	87	\$345,000	\$315,000	32	129	76	92	\$318,000	\$320,000		
91911	Chula Vista	30	127	85	100	\$267,750	\$268,000	30	153	80	92	\$280,000	\$276,000		
91913	Chula Vista	40	162	83	92	\$359,782	\$361,500	43	138	80	95	\$353,990	\$370,000		
91914	Chula Vista	19	80	97	103	\$489,000	\$450,250	11	70	114	86	\$472,000	\$506,500		
91915	Chula Vista	42	145	144	127	\$364,000	\$364,000	23	103	83	91	\$380,000	\$372,000		
91916	Descanso	4	8	58	65	\$364,000	\$295,000	2	7	114	84	\$272,083	\$220,000		
91917	Dulzura	0	1	0	156	\$0	\$260,000	0	1	0	172	\$0	\$339,000		
91931	Guatay	0	1	0	140	\$0	\$120,000	0	0	0	0	\$0	\$0		
91932	Imperial Beach	11	43	127	116	\$338,000	\$290,000	9	25	65	60	\$285,000	\$285,000		
91934	Jacumba	2	5	57	51	\$71,000	\$60,000	2	7	124	97	\$59,400	\$46,900		
91935	Jamul	10	35	77	96	\$330,000	\$380,000	8	34	106	78	\$427,500	\$432,500		
91941	La Mesa	24	109	81	87	\$401,000	\$405,000	21	87	86	91	\$365,000	\$385,000		
91942	La Mesa	22	86	89	81	\$319,500	\$312,500	28	63	69	73	\$325,000	\$325,000		
91945	Lemon Grove	25	75	72	78	\$235,000	\$251,000	15	58	51	61	\$250,000	\$246,000		
91948	Mount Laguna	1	2	179	251	\$192,000	\$156,000	0	0	0	0	\$0	\$0		
91950	National City	21	80	79	90	\$249,000	\$208,500	13	78	124	98	\$190,000	\$213,500		
91962	Pine Valley	2	8	93	88	\$325,000	\$207,950	1	5	64	61	\$290,000	\$257,000		
91963	Potrero	1	1	125	125	\$206,500	\$206,500	0	1	0	51	\$0	\$225,000		
91977	Spring Valley	37	155	86	74	\$255,000	\$253,000	38	161	75	97	\$267,450	\$265,000		
91978	Spring Valley	3	15	36	89	\$295,000	\$305,330	8	25	81	100	\$325,000	\$335,000		
91980	Tecate	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
92003	Bonsall	5	16	79	127	\$365,000	\$432,500	5	14	109	73	\$600,500	\$444,372		
92004	Borrego Springs	7	22	95	96	\$217,000	\$128,750	8	30	179	196	\$120,250	\$156,000		
92007	Cardiff By The Sea	6	26	44	79	\$957,500	\$775,400	4	21	50	60	\$1,033,750	\$870,000		
92008	Carlsbad	30	67	61	86	\$510,500	\$519,750	15	43	87	103	\$525,000	\$565,000		
92009	Carlsbad	44	155	74	90	\$675,000	\$666,562	52	153	64	82	\$680,000	\$679,990		
92010	Carlsbad	5	32	83	68	\$500,000	\$483,500	12	43	68	76	\$478,000	\$504,500		
92011	Carlsbad	36	83	99	90	\$699,277	\$705,000	11	66	69	75	\$725,000	\$692,500		
92014	Del Mar	16	44	107	126	\$1,225,000	\$1,400,000	18	46	100	112	\$1,325,000	\$1,335,000		
92019	El Cajon	20	95	67	91	\$395,000	\$365,000	31	103	101	90	\$374,000	\$350,000		
92020	El Cajon	30	95	63	66	\$311,000	\$320,000	31	99	84	82	\$280,000	\$300,000		
92021	El Cajon	33	142	77	97	\$275,000	\$277,500	22	85	90	84	\$276,250	\$285,000		
92024	Encinitas	35	116	64	78	\$945,000	\$822,500	35	103	62	75	\$692,500	\$700,000		
92025	Escondido	21	83	64	84	\$277,500	\$319,500	19	80	107	92	\$294,500	\$292,250		
92026	Escondido	53	160	86	97	\$315,000	\$303,000	34	131	109	104	\$331,250	\$339,900		
92027	Escondido	53	176	87	102	\$265,000	\$255,500	45	153	73	74	\$272,000	\$280,500		
92028	Fallbrook	55	181	76	94	\$297,000	\$310,000	48	171	68	98	\$313,500	\$348,000		
92029	Escondido	20	58	89	111	\$585,000	\$565,000	12	38	64	96	\$402,500	\$409,000		
92036	Julian	5	19	150	181	\$160,199	\$180,000	5	22	162	129	\$144,000	\$168,550		
92037	Jolla	30	105	140	108	\$1,692,500	\$1,400,000	25	88	97	91	\$1,425,000	\$1,257,500		
92040	Lakeside	24	95	61	68	\$306,000	\$305,000	15	80	152	106	\$330,000	\$296,500		
92054	Oceanside	27	82	117	102	\$358,000	\$345,250	18	63	101	97	\$417,500	\$392,000		
92056	Oceanside	48	137	103	96	\$323,750	\$320,000	40	128	82	80	\$332,500	\$334,750		
92057	Oceanside	48	165	83	93	\$324,000	\$329,900	24	132	84	85	\$361,250	\$327,500		
92058	Oceanside	17	48	103	124	\$272,500	\$286,500	11	45	75	77	\$315,000	\$325,000		
92059	Pala	0	0	0	0	\$0	\$0	0	2	0	119	\$0	\$305,000		
92060	Palomar Mountain	2	2	205	205	\$244,450	\$244,450	0	1	0	122	\$0	\$482,500		
92061	Pauma Valley	3													

# APRIL STATISTICS ATTACHED HOMES

Current Year - 2012								Previous Year - 2011							
Zip Code	Market Area	SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		Mth	YTD	SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*	
		Mth	YTD	Mth	YTD	Mth	YTD			Mth	YTD	Mth	YTD	Mth	YTD
91901	Alpine	5	10	37	78	\$103,000	\$107,500	1	12	16	118	\$168,000	\$131,500		
91902	Bonita	3	9	27	55	\$184,400	\$184,400	4	7	100	81	\$116,000	\$137,000		
91905	Boulevard	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
91906	Campo	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
91910	Chula Vista	12	47	73	80	\$173,750	\$165,000	13	53	92	91	\$155,100	\$165,000		
91911	Chula Vista	15	37	109	109	\$148,000	\$148,000	17	69	167	138	\$130,000	\$135,000		
91913	Chula Vista	16	75	87	123	\$213,495	\$202,500	25	82	97	111	\$185,000	\$188,500		
91914	Chula Vista	3	18	29	97	\$170,000	\$205,000	8	34	104	91	\$214,950	\$222,500		
91915	Chula Vista	9	46	76	102	\$204,000	\$219,000	14	53	132	153	\$237,500	\$225,000		
91916	Descanso	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
91917	Dulzura	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
91931	Guatay	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
91932	Imperial Beach	2	18	360	123	\$121,300	\$200,000	9	25	122	162	\$218,000	\$170,000		
91934	Jacumba	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
91935	Jamul	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
91941	La Mesa	6	9	99	74	\$144,500	\$146,500	1	6	54	66	\$105,000	\$127,500		
91942	La Mesa	14	50	117	104	\$160,000	\$160,500	9	43	165	139	\$165,175	\$175,000		
91945	Lemon Grove	1	2	294	162	\$111,000	\$113,550	3	14	26	83	\$112,000	\$111,000		
91948	Mount Laguna	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
91950	National City	4	17	45	144	\$105,500	\$105,150	5	29	59	74	\$155,000	\$130,000		
91962	Pine Valley	0	1	0	13	\$0	\$18,000	0	1	0	113	\$0	\$18,000		
91963	Potrero	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
91977	Spring Valley	13	35	159	110	\$117,000	\$117,000	10	30	57	90	\$130,000	\$111,000		
91978	Spring Valley	3	8	113	130	\$145,000	\$135,650	1	4	13	24	\$139,900	\$141,950		
91980	Tecate	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
92003	Bonsall	5	6	132	128	\$122,300	\$104,150	2	10	20	100	\$107,800	\$118,300		
92004	Borrego Springs	2	4	69	111	\$66,250	\$66,250	0	6	0	229	\$0	\$127,450		
92007	Cardiff By The Sea	7	17	60	54	\$325,000	\$395,000	7	17	22	79	\$372,000	\$375,000		
92008	Carlsbad	9	29	91	107	\$340,000	\$353,725	5	19	146	83	\$318,000	\$318,000		
92009	Carlsbad	22	96	85	106	\$249,950	\$270,000	21	71	116	95	\$268,000	\$285,000		
92010	Carlsbad	10	32	87	125	\$290,000	\$297,000	7	21	65	79	\$320,000	\$320,000		
92011	Carlsbad	9	23	93	76	\$346,000	\$385,000	7	16	83	64	\$355,000	\$370,000		
92014	Del Mar	6	17	133	80	\$641,500	\$435,000	7	23	81	112	\$515,000	\$515,000		
92019	El Cajon	13	42	95	94	\$175,000	\$166,500	11	44	91	96	\$126,900	\$158,500		
92020	El Cajon	12	43	135	135	\$120,750	\$108,000	17	56	94	88	\$100,000	\$96,500		
92021	El Cajon	8	50	41	88	\$125,950	\$108,565	12	56	118	83	\$94,000	\$104,000		
92024	Encinitas	24	65	113	107	\$337,250	\$342,000	12	49	85	72	\$348,000	\$351,400		
92025	Escondido	4	25	52	78	\$132,500	\$145,000	7	33	123	122	\$123,000	\$124,000		
92026	Escondido	8	31	209	167	\$185,500	\$128,000	19	66	77	107	\$115,000	\$127,425		
92027	Escondido	2	20	236	100	\$75,500	\$105,000	10	33	140	94	\$115,500	\$100,000		
92028	Fallbrook	0	6	0	43	\$0	\$90,000	4	8	23	73	\$201,625	\$188,000		
92029	Escondido	0	2	0	72	\$0	\$177,450	3	5	60	52	\$145,000	\$150,000		
92036	Julian	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
92037	La Jolla	26	78	88	125	\$405,000	\$448,750	17	76	115	105	\$545,000	\$465,000		
92040	Lakeside	8	29	92	89	\$79,500	\$91,350	8	27	131	116	\$97,500	\$95,000		
92054	Oceanside	16	44	97	106	\$251,000	\$320,000	17	41	115	121	\$367,000	\$317,500		
92056	Oceanside	23	83	62	77	\$195,000	\$185,000	26	81	59	68	\$187,500	\$185,500		
92057	Oceanside	25	83	79	101	\$127,000	\$138,250	40	105	115	92	\$149,950	\$144,000		
92058	Oceanside	6	24	58	100	\$161,800	\$157,300	11	42	61	99	\$165,000	\$155,900		
92059	Pala	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
92060	Palomar Mountain	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
92061	Pauma Valley	0	2	0	44	\$0	\$194,250	0	4	0	155	\$0	\$186,000		

Current Year - 2012								Previous Year - 2011							
Zip Code	Market Area	SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE\*		Mth	YTD	SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE\*	
Mth	YTD	Mth	YTD	Mth	YTD	Mth									



## COMPARATIVE SALES - EXISTING HOMES - APRIL 2012 SAN DIEGO COUNTY

	ATTACHED			DETACHED		
	Sales	% Change from Prior Year	% Change from Prior Month	Sales	% Change from Prior Year	% Change from Prior Month
1 Total Sales Volume April 2012	\$256,547,254	-0.730	3.615	\$984,638,184	10.429	8.260
2 Average Sales Price April 2012	\$276,750	1.733	-1.862	\$485,761	-2.864	1.050
3 Median* Sales Price April 2012	\$210,000	0.000	-4.540	\$365,000	-2.660	0.150
4 Sold Listings April 2012	927	-2.421	5.581	2,027	13.685	7.135
5 Average Days on Market April 2012	91	-7.143	-5.208	84	1.205	-3.448
6 Total Sales Volume April 2011	\$258,433,269			\$891,650,277		
7 Average Sales Price April 2011	\$272,035			\$500,084		
8 Median* Sales Price April 2011	\$210,000			\$375,000		
9 Sold Listings April 2011	950			1,783		
10 Average Days on Market April 2011	98			83		

	ATTACHED			DETACHED		
	Sales	% Change from Prior Year	% Change from Prior Month	Sales	% Change from Prior Year	% Change from Prior Month
11 Total Sales Volume YTD 2012	\$887,024,765	-1.171		\$3,324,026,414	5.796	
12 Average Sales Price YTD 2012	\$265,974	2.444		\$469,230	-4.270	
13 Median* Sales Price YTD 2012	\$209,400	2.140		\$359,950	-2.710	N/A
14 Sold Listings YTD 2012	3,335	-3.529		7,084	10.515	
15 Average Days on Market YTD 2012	100	1.010		90	2.273	
16 Total Sales Volume YTD 2011	\$897,536,746			\$3,141,913,591		
17 Average Sales Price YTD 2011	\$259,629			\$490,158		
18 Median* Sales Price YTD 2011	\$205,000			\$370,000		
19 Sold Listings YTD 2011	3,457			6,410		
20 Average Days on Market YTD 2011	99			88		

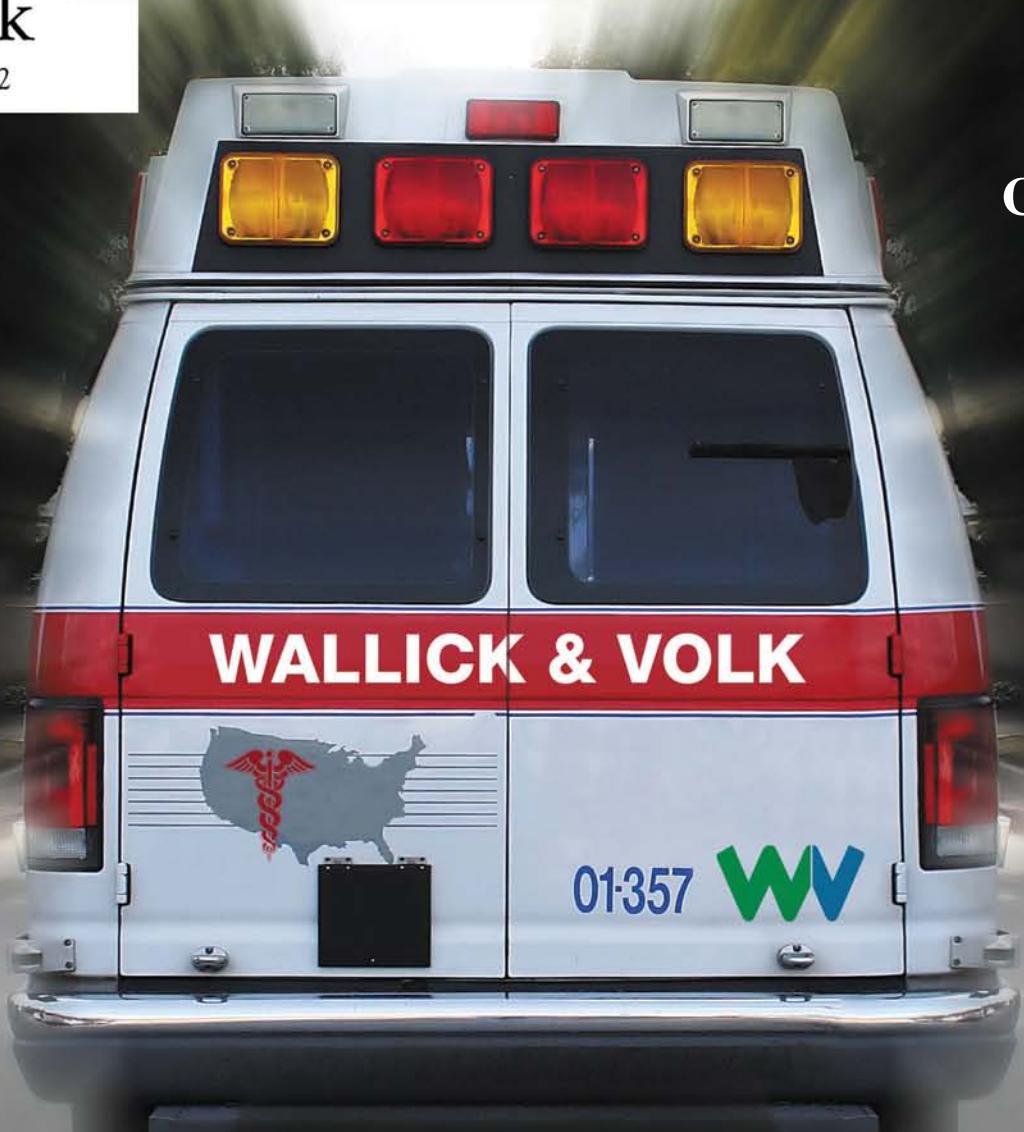
Copyright 2012 San Diego Association of Realtors. Data for single-family attached and detached home sales through the Multiple Listing Service of Sandicor, Inc. Neither SDAR nor Sandicor guarantees or is responsible for its accuracy. \*The median home price is the price where half of the homes sold for more and half sold for less. It is a more typical price measure than average, which can be skewed high by a relative handful of million-dollar plus transactions.



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# C.A.R. LEGAL CASE UPDATE & FAIR HOUSING TESTERS

REALTORS® may be interested in two recent court decisions involving real estate brokers, and a warning about fair housing testers as follows:

## Court Invokes "Discovery Rule" for Limitation Period in C.A.R.'s Buyer-Broker Agreement

A California appellate court recently decided that the two-year contractual limitation for a buyer to sue his or her broker under C.A.R.'s standard form buyer-broker agreement may not begin to run if the broker actively conceals a construction defect, and does not apply to a buyer's claim for negligence or breach of fiduciary duty. The court indicated that, for active concealment, the time begins to run when the defect is discovered.

In this case, the real estate broker was the listing agent, and also entered into a buyer-broker agreement with buyers Ted and Patti Henley. After the Henleys closed escrow in May 2006, they discovered various construction defects in the home and sued the contractor and sellers. In May 2009, the Henleys amended their complaint to include the broker, claiming they had recently discovered the broker's involvement. The Henleys alleged that their agent was present at the property in March 2006 when photos were taken to list the property for sale, and that she saw "efflorescence" (i.e., an off-white powdery substance) on the back side of the house while it was being painted over with dark brown paint. (These and other facts are contested and are currently the subject of a rehearing petition).

The broker moved to dismiss the lawsuit as untimely based on the buyer-broker agreement, which states a claim must be brought within two years as is consistent with the two-year period in Civil Code section 2079.4. While the appellate court agreed that parties to a contract may stipulate to a reasonable period of limitation shorter than that fixed by the statute of limitations, the court focused on the discovery rule, which means the time starts when the problem is discovered. In this case, the Henleys specifically claimed their agent knew but did not disclose knowledge of the construction defects and the seller's concealment. The court reasoned the broker "may not reap the benefit of a shortened contractual limitations period when its own alleged malfeasance contributed to the delay in the discovery of the buyers' injury."

The appellate court remanded the case back to the trial court to determine at what point in time the Henleys discovered the broker's alleged concealment of the defects. While fraud and active concealment claims are typically subject to the discovery rule, the court also ruled that the Henleys' remaining claims of negligence, negligent inspection, and breach of fiduciary duty were not limited by the two-year contractual limitation in the buyer-broker agreement and were in addition to the duties in Civil Code section 2079. A motion for rehearing has been submitted and it is expected

the parties will file a petition for review before the California Supreme Court.

*Source: William L. Lyon & Associates, Inc. v. Superior Court of Placer County (2012 WL 1232114) (decided April 12, 2012).*

## No Compensation for Full-Price Offer Under Non-C.A.R. Listing Agreement

A buyer's broker who presented an all-cash full price offer was unable to recover any compensation as a third-party beneficiary of the listing agreement. Although this case does not involve a C.A.R. listing agreement, our Standard Forms Committee is nevertheless reviewing our commission language in light of this decision.

In this case, the sellers entered into a listing agreement to sell 46.8 acres of vacant land. The listing agreement, which was not a C.A.R. form, stated that the listing price was "\$17 million cash or for such other price and terms acceptable to" the sellers. It also stated that a cooperating broker could, as a third party beneficiary, enforce the terms of the listing agreement against the sellers.

RealPro represented a buyer for this property. In November 2005, RealPro submitted an all-cash offer of \$17 million for a ready, willing, and able buyer. The listing agent indicated that the terms of the buyer's offer were acceptable to the sellers, except that the listing price was being increased to \$19.5 million. The parties did not enter into a purchase agreement. RealPro nevertheless sued the sellers for its \$340,000 commission as a third party beneficiary of the listing agreement.

The court denied the commission. RealPro argued it was entitled to its commission because the word "or" separated \$17 million from "such other price and terms acceptable to" the sellers. The court, however, interpreted "or" to include "such other price." Stated in another way, the

court interpreted the listing to be for \$17 million or such other price, plus terms acceptable to the sellers. According to the court's reasoning, requiring a payment of commission upon receipt of a full price offer had many possible results that could not have been intended by the seller, such as an obligation to pay multiple commissions in a multiple offer situation regardless of the terms of the offers, or an obligation to pay a commission if the buyer backed out.

The broker in this case is seeking a petition for review before the California Supreme Court.

*Source: RealPro, Inc. v. Smith Residual Company, LLC (2012) 203 Cal.App.4th 1215.*

## Warning on Fair Housing Testers

REALTORS® should make sure they are properly trained to handle fair housing issues before engaging in any property management services. Both governmental fair housing agencies and private organizations may be actively seeking to uncover discriminatory acts in rental housing by using testers who pose as prospective tenants. These testers may use Craigslist and other sources to inquire about the availability of a property for rent, submit rental applications, or do other things to identify landlords and agents who violate fair housing laws. For example, the fair housing laws protect, among many others, tenants who use service dogs and

those with children, as well as require landlords to make reasonable accommodations for persons with disabilities.

C.A.R. has received reports that a private company may also be using testers posing as prospective tenants to upsell its own services. The company purportedly uses testers to catch agents engaging in discriminatory acts, and then issues demand letters offering to settle if the agents sign up for the company's own fair housing training courses. In at least one report, a brokerage paid a \$25,000 settlement and was also required to sign up for three years of training at that company for which it had to pay \$10,000 per year.

The best way to ensure that you do not run afoul of the law is to be knowledgeable about and strictly comply with federal and state fair housing laws, particularly those pertaining to service dogs and disability accommodations. Violations of such laws expose REALTORS® to potential liability, as well as DRE disciplinary action for license suspension or revocation.

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## SDAR FINANCIAL OFFICER HONORED BY SAN DIEGO BUSINESS JOURNAL

David Kvendru of the San Diego Association of REALTORS® was named Chief Financial Officer of the Year by the San Diego Business Journal in the category "Business Nonprofit." According to the publication, Kvendru's background as a CPA and his extensive financial knowledge of the real estate business make him a perfect fit as CFO for the association.

In 2006, to aid in generating additional revenues for the association, Kvendru created and implemented a fee resulting in more than \$100,000 in additional income to the organization. He also automated and streamlined the accounting process by integrating a new payroll system, purchase order requisition system and budgeting program, taking it from a manual process to an automated system. Additionally he implemented an inventory control system, saving the organization money and time.

Kvendru, who joined SDAR in 2005, oversees his staff with an eye to helping them achieve more, according to the publication. "He constantly challenges them to handle projects or tasks that are out of their 'comfort' zone, in order to grow their skill set and empower them to handle more and build their confidence." Kvendru donates his time and talents to a variety of community efforts. He serves on the board of directors as the treasurer for Rebuilding Together San Diego, a nonprofit organization that works to preserve affordable homeownership and revitalization of communities.

## C.A.R. WINS CHANGES TO TRANSFER TAX BILL AFFECTING AFFORDABLE HOUSING

The California Association of REALTORS® (C.A.R.) has reached an agreement with the author of SB 1220, which imposed a transfer tax to generate funds for affordable housing. C.A.R. opposed the state senate bill because

it would have added to the cost of buying a home at a time when the housing market is struggling to recover. C.A.R. is an aggressive advocate for affordable housing, but believes it is bad policy to fund affordable housing by making housing less affordable and to fund affordable housing at the expense of homebuyers.

Sen. Mark DeSaulnier introduced SB 1220 to permanently fund an affordable housing trust fund. C.A.R. was successful in encouraging DeSaulnier to make it clear in the legislation that the bill does not apply to transfers/sales of real property and will not impose a transfer tax in the form of a point-of-sale document recording fee.

## "BREAKING NEWS" LINK ADDED TO SDAR WEBSITE

When visiting SDAR.com, check out the newest link for breaking real estate news from The Daily Transcript, San Diego's leading business daily. The page features timely real estate articles and weekly briefings by George Chamberlin, Executive Editor of The

Daily Transcript. Visit the webpage here: [www.sdar.com/Breaking\\_News.php](http://www.sdar.com/Breaking_News.php).

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page 6 ▼

or recommendation zone between a physician and his patient, the government must recognize and not interfere with that privacy right in the absence of a compelling governmental interest? If these things are true, then how is the federal government able to close down medical marijuana dispensaries if they are operating within the guidelines of state medical laws?

Wickard v. Filburn 317 US 111 (1942), was a case that dealt with the Agricultural Adjustment Act of 1938 wherein Congress sought to regulate the amount of wheat introduced into interstate commerce by private farmers. Filburn sold a portion of his wheat crop and used the rest for his own consumption. The amount of wheat Filburn produced for his own consumption, combined with the wheat Filburn sold, exceeded the amount he was permitted to produce. The US Supreme Court held that Congressional authority to control interstate commerce, in this case the supply of wheat, permits Congress to limit the amount of wheat a farmer could produce even for his own consumption. Relying on Wickard V. Filburn the US Supreme Court in Gonzalez v. Raich 545 US 1 (2005) held that the authority of Congress to regulate interstate commerce includes the authority to regulate the production of medical marijuana even where it is lawful under state law.

Marijuana is a Class I drug under the Federal Controlled Substances Act; thus, in the view of the federal government it has no medicinal value. Congress has provided that states are free to regulate controlled substances provided the regulation does not conflict with the federal Controlled Substances Act. In the opinion of the California Attorney General, issued August 2008, there seemed to be no conflict between

California's Compassionate Use Act and the federal government's Controlled Substances Act. California law simply provided that qualified users could not be prosecuted for possession and use of medical marijuana under state law. It did not prohibit the federal government from prosecuting under the Controlled Substances Act.

In light of the action recently taken by the US Department of Justice uncertainty of the rights of citizens to cultivate and use medical marijuana has become increasingly confounded. For this reason, Ms. Kamala Harris, the Attorney General of the State of California issued a letter on December 21, 2011 calling for the California legislature to establish clear rules governing the access to medical marijuana. Until the legislature follows the recommendation of Attorney General Harris, and clearly sets forth applicable rules governing this issue, Californians will remain uncertain of their rights and duties under state law with respect to medical marijuana cultivation and use. Furthermore, even efforts by the California legislature to address this issue will not resolve the ambiguities that exist under federal law when applied in the context of the Compassionate Use Act. Unless medical marijuana is reclassified under the Controlled Substances Act, Californians who use or cultivate medical marijuana will be uncertain of the risk of prosecution by the Department of Justice notwithstanding the assurance of Deputy US Attorney Ogden, and others, that the federal government will not focus its resources on prosecution of patients who are in clear compliance with California's Compassionate Use Act.

*D.W. Duke manages the Inland Empire office of Spile, Siegal, Leff & Goor, LLP and is a member of the California Association of REALTORS® Strategic Defense Panel.*

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# READY TO CARVE OUT A NICHE IN THE GLOBAL MARKET?

By Shonee Henry, CIPS, TRC

The National Association of REALTORS® (NAR) has been involved in the international arena for half a century. NAR has 80 cooperating association partnerships in over 55 countries around the globe. These partnerships help promote and recognize each other's Code of Ethics first and foremost, develop business opportunities for membership, real estate information exchange, trade missions and educational opportunities, and help promote property rights.

To service the needs of international clients, Move Inc. has built an international property search with language translations and other tools. Realtor.com/international was unveiled at the NAR 2011 Convention held in Anaheim.

NAR appoints a President's Liaison to each bilateral partner to help identify and promote business development opportunities between organizational members and to serve as hosts for US visits. SDAR has two (2) members holding this position, Dianne Rath (PL to Slovakia), and Shonee Henry (PL to Philippines).

Are you ready to take a big step and carve out a niche market in the global arena? Before going any further I strongly suggest you take advantage

of the Certified International Property Specialist (CIPS) course offering to be held for one week in June at SDAR's Del Mar Service Center.

Becoming a CIPS (Certified International Property Specialist) designee gives you an opportunity to get involved with the country outside the United States. Learn the rules of engagement with foreign buyers, the "do's" and "don'ts." Build your presence with inbound and outbound buyers.

**Date:** June 18-22, 2012

**Time:** 8:30 a.m. - 5:00 p.m.

**Instructor:** David E. Wyant, CIPS, TRC, GRI, ABR, RSPS, AHWD, e-PRO, SFR, Green, CDEI

**Location:**

SDAR's Del Mar Service Center  
2690 Via De La Valle, Suite D130  
Del Mar, CA 92014

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**Course Topics\***

June 18 – Global Real Estate: Local Markets  
*(Core Course-required prerequisite)*

June 19 – Global Real Estate: Transaction Tools  
*(Core Course-required prerequisite)*

June 20 – The Americans & International Real Estate

June 21 – Asia / Pacific & International Real Estate

June 22 – Europe & International Real Estate

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# SYNDICATION BY ANOTHER NAME - THE EVOLUTION OF LISTINGS ON THE INTERNET

By Saul Klein, Senior Vice President,  
Point2

The history of listings on the internet goes back to the mid-1990s. The real estate industry was one of the first, if not the first industry to share aspects of its inventory with consumers. It began with the likes of HomeSeekers, Microsoft HomeAdvisor, Homes.com and REALTOR.com. Even then, few brokers, agents and MLSs restricted their listings to just one of these sites.

Early this century, we saw the birth

of Zillow, Trulia, Oodle, and many more, each attempting to create commerce around the data. I refer to these as second-generation real estate portals. Multiple portals means multiple points of entry from multiple data sources...Agents, Brokers, Owners, Franchisors, and MLSs. The result: A world of duplicate listings, outdated, and incorrect listing data.

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**Date:** Monday, June 25, 2012

**Time:** 12:00 p.m. – 1:30 p.m.

**Instructor:** Saul Klein

**Location:**

SDAR's Kearny Mesa Service Center  
4845 Ronson Court,  
San Diego, CA 92111

**Cost:** Free

Register at <http://point2events.com>  
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# SDAR Education Schedule

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Classes subject to change or cancellation.

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R-Plus = REALTOR® Plus+ price

RMS = Risk Management Specialist price

MAY	CLASS TITLE	TIME	R-Plus	RMS	SDAR	Others	Credits	PRESENTER
22	<b>Short Sales: Legal Pitfalls... Agents Beware!</b>	9:00 am – 12:00 pm	\$18.70	\$22	\$29	\$40	NA	Michael Spilger, Esq.
24 & 25	<b>Technology to Advance Your Business (CRS 206)</b>	8:30 am – 5:00 pm	\$254.15	\$299	\$299	\$329	NA	Michael Selvaggio
24	<b>zipForm® 6 Hands-On Lab</b>	9:00 am – 12:00 pm	\$29.75	\$35	\$35	\$42	NA	Kimber Backlund
25	<b>Certified Condominium Specialist/CID Specialist</b>	8:30 am – 5:00 pm	\$92.65	\$109	\$109	\$149	8 CP	Wesley Barrett Ross, Esq. Candy Peak
JUNE	CLASS TITLE	TIME	R-Plus	RMS	SDAR	Others	Credits	PRESENTER
1	<b>HAFA Short Sales</b>	9:00 am – 4:00 pm	\$75.65	\$89	\$89	\$109	NA	Ginni Field
5	<b>Free MLS Training - Day 1</b>	9:15 am – 4:30 pm	Free	Free	Free	Free	NA	Sandicor Trainer
6 & 7	<b>The A.R.T. of Recruiting</b>	8:00 am – 5:00 pm	\$254.15	\$299	\$299	\$359	NA	J. Alan Sappenfield
11	<b>Escrow Coordination Secrets</b>	9:00 am – 1:00 pm	\$63.75	\$75	\$75	\$99	4 CS	Diana Turnbloom
12	<b>Free MLS Training - Day 2</b>	9:15 am – 4:30 pm	Free	Free	Free	Free	NA	Sandicor Trainer
14	<b>zipForm® 6 Hands-On Lab</b>	9:00 am – 12:00 pm	\$29.75	\$35	\$35	\$42	NA	Kimber Backlund
18 - 22	<b>Certified International Property Specialist (CIPS)</b>	8:30 am – 5:00 pm	\$625	\$625	\$625	\$625	NA	David E. Wyant
18 & 20	<b>Mini-Extravaganza</b> (Ethics, Agency, Trust Fund, Fair Housing, and Risk Management)	Mon: 8:30 am – 3:45 pm Wed: 8:00am – 6:00 pm	\$85	\$100	\$100	\$130	3ET, 4AG, 3TF, 3FH, 3RM	John Altman, Marjorie McLaughlin, Ed Estes, Esq.
19	<b>Negotiations</b>	9:00 am – 1:00 pm	\$47.60	\$42	\$56	\$69	NA	Michael Spilger, Esq.
21	<b>Contract Essentials featuring the RPA</b>	8:00 am – 5:00 pm	\$89	\$69	\$89	\$105	8 CP	Ed Estes, Esq.
21	<b>Understanding the RPA</b>	1:00 pm – 5:00 pm	\$41.65	\$49	\$49	\$69	3 CP	Ed Estes, Esq.
21	<b>Tempo/Fusion Tips &amp; Updates</b>	9:30 am – 11:00 am	Free	Free	Free	Free	NA	Sandicor Trainer
22	<b>Know Your Disclosures</b>	9:00 am – 4:00 pm	\$59	\$67.15	\$79	\$109	6 CP	Ed Estes, Esq.
25 & 26	<b>Certified Negotiation Expert</b>	8:30 am – 5:00 pm	\$169.15	\$199	\$199	\$239	15 CP	John Wenner
27-29	<b>Conquering Contracts</b>	Wed: 8:30 am – 3:30 pm Thur: 8:30 am – 5:00 pm Fri: 8:30 am – 1:30 pm	\$254.15	\$75 (Audit)	\$299	\$399	19 CP	Rick Waite, Esq. Ed Estes, Esq.

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# JUNE 2012 CALENDAR OF EVENTS



Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	COMMITTEE MEETINGS	
			<b>San Diego County REALTOR® Expo &amp; Conference</b> Town and Country Resort & Convention Center, Mission Valley <a href="http://www.sdaexpo.com">www.sdaexpo.com</a>	<b>Wednesday, May 30</b> 9:00 am–5:00 pm		<b>HAFA Short Sales</b> 9:00 am–4:00 pm (Del Mar)	<b>1</b>	<b>2</b>
<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>7</b>	<b>8</b>	<b>9</b>		
	<b>New Member Orientation</b> 8:30 am–3:00 pm.(Kearny Mesa)	<b>Real Estate Exchangers</b> 8:30 am–11:00 am (Kearny Mesa)	<b>The A.R.T. of Recruiting (Day 1)</b> 8:00 am–5:00 pm (Kearny Mesa)	<b>The A.R.T. of Recruiting (Day 2)</b> 8:00 am–5:00 pm (Kearny Mesa)		<b>One-Day Prep Course</b> 8:30 am–5:00 pm (Kearny Mesa)		
<b>10</b>	<b>11</b>	<b>12</b>	<b>13</b>	<b>14</b>	<b>15</b>	<b>16</b>		
	<b>Escrow Coordination Secrets</b> 9:00 am–1:00 pm (Del Mar)	<b>Real Estate Exchangers</b> 8:30 am–11:00 am (Kearny Mesa)	<b>East &amp; South County Pitch/Caravan</b> 9:00 am–12:00 pm	<b>zipForm® 6 Hands-On Lab</b> 9:00 am–12:00 pm (Coronado)				
	<b>Office Manager Forum</b> 3:00 pm–5:00 pm (Kearny Mesa)	<b>Free MLS Training (Day 2)</b> 9:15 am–4:30 pm (Kearny Mesa)	<b>Your Due Diligence (Day 1)</b> 9:00 am–12:00 pm (Kearny Mesa)	<b>Broker Exchange Mixer</b> 10:00 am–11:30 am (South County)				
<b>17</b>	<b>18</b>	<b>19</b>	<b>20</b>	<b>21</b>	<b>22</b>	<b>23</b>		
	<b>Certified Int'l Property Specialist (Local Markets)</b> 8:00 am–5:00 pm (Del Mar)	<b>Certified Int'l Property Specialist (Transaction Tools)</b> 8:00 am–5:00 pm (Del Mar)	<b>Certified Int'l Property Specialist (The Americas)</b> 8:00 am–5:00 pm (Del Mar)	<b>Certified Int'l Property Specialist (Asia)</b> 8:00 am–5:00 pm (Del Mar)	<b>Certified Int'l Property Specialist (Europe)</b> 8:00 am–5:00 pm (Del Mar)			
	<b>MINI EXTRAVAGANZA</b> <b>NAR Ethics Training</b> 8:00 am–12:00 pm (Kearny Mesa)	<b>Real Estate Exchangers</b> 8:30 am–11:00 am (Kearny Mesa)	<b>MINI EXTRAVAGANZA Trust Funds</b> 8:00 am–11:00 am (Kearny Mesa)	<b>Contract Essentials &amp; the RPA</b> 8:00 am–5:00 pm (South County)	<b>GRI: Essential Concepts of RPA</b> 8:00 am–5:00 pm (East County)			
	<b>Agency</b> 12:45 pm–3:45 pm (Kearny Mesa)	<b>Negotiations</b> 9:00 am–1:00 pm (East County)	<b>Fair Housing</b> 11:45 am–2:45 pm (Kearny Mesa)	<b>Tempo/Fusion Tips &amp; Updates</b> 9:30 am–11:30 am (Coronado)	<b>Know Your Disclosures</b> 9:00 am–4:00 pm (South County)			
<b>24</b>	<b>25</b>	<b>26</b>	<b>27</b>	<b>28</b>	<b>29</b>	<b>30</b>		
	<b>Certified Negotiation Expert (Day 1)</b> 8:30 am–5:00 pm (Coronado)	<b>Certified Negotiation Expert (Day 2)</b> 8:30 am–5:00 pm (Coronado)	<b>Conquering Contracts (Day 1)</b> 8:30 am–3:30 pm (Kearny Mesa)	<b>Conquering Contracts (Day 2)</b> 8:30 am–5:00 pm (Kearny Mesa)	<b>Conquering Contracts (Day 3)</b> 8:30 am–1:30 pm (Kearny Mesa)			
	<b>Point2 Syndication Seminar</b> 12:00 pm–1:30 pm (Kearny Mesa)	<b>Real Estate Exchangers</b> 8:30 am–11:00 am (Kearny Mesa)	<b>Agent Boot Camp</b> 9:00 am–3:30 pm (Kearny Mesa)	<b>zipForm® 6 Hands-On Lab</b> 9:00 am–12:00 pm (Kearny Mesa)				
		<b>Your Due Diligence (Day 3)</b> 9:00 am–12:00 pm (Kearny Mesa)	<b>East &amp; South County Pitch/Caravan</b> 9:00 am–12:00 pm					
							<b>All classes/events subject to change or cancellation.</b>	

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The image is a promotional graphic for Utopia Mortgage & Real Estate. On the left, a professional woman in a black blazer and white shirt is smiling, holding a smartphone in her right hand and a white folder or document in her left. To her right is the company's logo, which consists of a white square with a purple border. Inside, the word "UTOPIA" is written in large, bold, purple capital letters at the top. Below it is a stylized icon of a house with vertical red lines representing the sun rising behind it, and dark blue vertical bars representing city buildings. At the bottom, the words "MORTGAGE & REAL ESTATE" are written in purple capital letters. A red line graph starts from the bottom left and trends upwards towards the logo. The background has a horizontal gradient from light blue on the left to green on the right, with small white dots scattered across it. On the far right, there is a teal-colored callout box containing contact information. At the very bottom, there is a small circular graphic and the company's management logo.